

Message Text

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AMEMBASSY CANBERRA

UNCLAS SYDNEY 2599

E.O. 11652: N/A

TAGS: BEXP, AS

SUBJ: BID PROPOSALS - OIM/TIR PROCESS CONTROL

INSTRUMENTATION

REF: STATE A-8403

SUMMARY

POST RECEIVED FOUR BIDS FOR SUBJECT TIR FROM FOLLOWING COMPANIES: BUSINESS INTERNATIONAL RESEARCH, FELL AND STARKEY, PEAT, MARWICK, MITCHELL AND COMPANY, AND PRICE WATERHOUSE ASSOCIATES. ALL FIRMS APPEAR CAPABLE OF COMPLETING SATISFACTORY MARKET STUDY. BID PRICES RANGE FROM 4,000 TO 5,550.

POST RECOMMENDS ACCEPTANCE OF BID OF PRICE WATERHOUSE ASSOCIATES BECAUSE THIS FIRM HAS HAD CONSIDERABLE EXPERIENCE IN AUSTRALIA IN THE INDUSTRIAL INSTRUMENTATION AND HIGH TECHNOLOGY FIELD. POST IS IMPRESSED WITH THE NUMBER AND DISTRIBUTION OF INTERVIEWS AND THE PAST EXCELLENCE OF PWA END PRODUCTS. ALTHOUGH BUSINESS INTERNATIONAL RESEARCH HAS BID 500 LESS THAN PWA, POST CONTINUES TO BE CONCERNED ABOUT THE LACK OF ADEQUATE AUSTRALIAN STAFF WITH SUPERVISION BEING EXERCISED IN HONG KONG.
END SUMMARY.

INDIVIDUAL COMPANY BID SUMMARIES FOLLOWS:

A BUSINESS INTERNATIONAL RESEARCH

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1. AUSTRALIA

2. A2,685 AND US4,000
3. 20-40 INTERVIEWS: END USERS 40 PERCENT., SALES AGENTS AND REPRESENTATIVES FOR PC 25. PC MANUFACTURERS 15-20 PERCENT, TRADE ASSOCIATION/GOVERNMENT OFFICIALS ETC. 15-20.
5. BIR STATES QUOTE THE CONFIDENTIAL RELATION BETWEEN BUSINESS INTERNATIONAL AND ITS CLIENTS DEBARS US FROM GIVING SPECIFIC DETAILS OF PROJECTS UNDERTAKEN FOR PARTICULAR COMPANIES, UNLESS THE CLIENT INSELF DIVULGES THE INFORMATION PUBLICLY. WE CAN REVEAL, HOWEVER, THAT RESEARCH PROJECTS IN HIGH-TECHNOLOGY AREAS HAVE BEEN UNDERTAKEN IN THE ASIA/PACIFIC AREA, FOR SUCH LARGE US COMPANIES AS CARBORUNDUM, THE UNIVAC DIVISION OF SPERRY RAND, TECHNICON CORP., FAIRCHILD SEMICONDUCTOR, OCCIDENTAL PETROLEUM, COMBUSION ENGINEERING, ROCKWELL INTERNATIONAL, GENERAL TELEPHONE AND ELECTRONICS, TRW INC., WESTINGHOUSE ELECTRIC CORP., CORNING GLASS WORKS, ILLINOIS TOOL WORKS INC., AND SUMITOMO SHIPBUILDING ANC MACHINERY CO. LTD. UNQUOTE

B FELL AND STARKEY

1. AUSTRALIA
2. A3,600 AND US\$5,200
3. 25 INTERVIEWS: SUPPLIERS OF PROCESS CONTROL INSTRUMENTS, 3; TRADE ASSOCIATIONS, 3; GOVERNMENT AND OFFICIAL BODIES, 4; END USERS, 13; COMPUTER HOUSES, 2.
5. NONE

C PEAT, MARWICK, MITCHELL AND COMPANY

1. AUSTRALIA
2. A3,750 AND US\$5,550
3. 58 INTERVIEWS: INDUSTRY, 20; TRADE ASSOCIATIONS, 6; END USERS, 32.
5. NONE

D PRICE WATERHOUSE ASSOCIATES

1. AUSTRALIA
2. A3,020 AND US\$4,500
3. 48 INTERVIEW: MANUFACTURERS, IMPORTERS, DISTRIBUTORS OF PCI, 10; MANUFACTURERS AND ASSEMBLERS OF PCI, 7;
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END USERS, 17; GOVERNMENT AND OFFICIAL AUTHORITIES, 9; ASSOCIATIONS, 5.
5. STUDIES FOR US GOVERNMENT ON INSTRUMENTATION, ELECTRONIC INDUSTRY PRODUCTION AND TEST EQUIPMENT, ELECTRONIC COMPONENTS, COMPUTERS AND COMPUTER RELATED EQUIPMENT, BILMEDICAL EQUIPMENT AND GEOPHYSICAL EQUIPMENT. STUDIES FOR PRINTED CIRCUITS AND SELECTED COMPONENTS AND COLOR TELEVISION FOR UNNAMED CLIENTS.

NAMED CLIENTS, IN ADDITION TO US GOVERNMENT INCLUDE
MCKENZIE AND HOLLAND (AUST) PTY LTD., N.E.C.
AUSTRALIA PTY LTD., AND NASHUA AUSTRALIA PTY LTD.

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